



# SWAROVSKI



Swarovski stands for passion.  
Swarovski stands for brilliance.  
Swarovski stands for success.

Can you see yourself driving business success to new levels?  
Would you like to play a major role in shaping the future strategy of a global brand? If so, take the opportunity to apply to Swarovski as...

## BUSINESS DEVELOPMENT MANAGER CORPORATE GIFTS SOUTH AMERICA (F/M) SWAROVSKI PROFESSIONAL

Location: São Paulo, Brasil  
4529-737754#LI-AB

You will find

In this function you will be responsible to drive the sales of the corporate gifts segment, in the South American Region (Brazil, Colombia, Chile, and Peru). You will be based in our São Paulo office and report directly to the Director Corporate Gifts and Solution Management Emerging Markets.

Your main responsibilities will be:

- Deliver results, by reaching the set sales targets and identifying and developing new customers (direct and indirect);
- Customer Relationship Management, through building and maintain strong relationships with decision makers, being a trusted consultant and advisor in order to develop a solid understanding of the strategy and performance drivers of the customer platform and to define customer needs;
- Tailor solutions by using a 360 approach (marketing, service, product) in order to create an

Throughout the world, the name Swarovski is synonymous with inspiration both as the leading brand of cut crystal, and as the partner of designers, artists, and visionaries.

Become part of a tale of tradition and success that stretches back to 1895, and at the same time begin writing your own!

SWAROVSKI INTERNATIONAL  
DISTRIBUTION AG  
ANNA BASTONE

You will find further information concerning career opportunities at Swarovski and our brand at  
[www.swarovskigroup.com/careers](http://www.swarovskigroup.com/careers)  
[WWW.SWAROVSKIGROUP.COM/CAREERS](http://WWW.SWAROVSKIGROUP.COM/CAREERS)  
[WWW.BRAND.SWAROVSKI.COM](http://WWW.BRAND.SWAROVSKI.COM)

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offering in line with the customer need;

- Build expertise by further developing the very good understanding of the Corporate Gifts Industry and Market/Channels specifics

We are looking for

Alongside strong B2B Sales and profound industry expertise you possess excellent communication skills. You are willing to drive business to success with a hands-on, structured and organized attitude and are passionate about driving sales. You convince us by your strong communication and presentation skills, you act independently but also consider yourself to be a team player. You have gained at least five years experience in a similar function and possess a degree in a business related discipline. You have a good command of English and Spanish.

Does this sound like you?

If so, we look forward to receiving your online application!